



MARIA LAMARCHE

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Professional summary

A strategic global General Manager with a proven track record of success in the Hospitality Industry. Proven record of managing multi-cultural teams in different geographical zones and delivering quality and financially driven results successfully. Adaptable and motivated, developing opportunities that further established business goals.

Skills

- Leadership skills
- Financial acumen
- Commercial awareness
- Owners relationship
- Hotel Openings, Closures and Conversions
- Middle East region Expert

Experience

Complex General Manager Jun 2019 - April 2021

Karisma Hotels and Resorts- Nickelodeon Resort Punta Cana & Sensatori Resort Punta Cana - Punta Cana, Dominican Republic

Overseeing the entire hotel operation for the Resort Complex. Achievement of all performance indicators in terms Guest Satisfaction, Financial and Quality. Managing relationship with partners Viacom and TUI. Handling closure of property during COVID19, remain on property during 7 months of closure leading the task force team and did a successful reopening on 5th November. The resort is 460 rooms, with 12 F&B outlets, a water park, and extensive leisure facilities with 950 team members.

www.karismahotels.com

General Manager Jul 2015 - Jun 2019

Movenpick Hotels and Resorts - Dubai, United Arab Emirates

Started my career with Movenpick in Aqaba, Jordan overseeing the entire hotel operation of a 17 year old property. Achieved targets in terms of EBITDA, GOP, GSI and quality audits.

Initiated several measures to control expenses and the up-grade of the property.

Transferred to Dubai for the successful opening of Movenpick Downtown in a period of six months and achievement of all performance indicators.

Established the property in the second ranking of the comp set in terms of RGI.

Movenpick Aqaba is a 297 room property (including 87 apartments) Eight F&B outlets, private beach and conference facilities. Movenpick Downtown Dubai is 244 apartments with three F&B outlets and 250 staff.

www.movenpick.com

Cluster Hotel Manager - Millennium Kurdistan Hotel & Spa and Copthorne Baranan Jul 2014 - May 2015. Millennium Hotels & Resorts - Sulaimaniyah, Kurdistan, Iraq

Resident Manager

May 2013 - Jul 2014

Rotana Hotels - Rotana City Center Hotel - Doha, Qatar

Director of Operations Hilton Hotels and Resorts - DoubleTree by Hilton Beijing - Beijing, China	Aug 2011 - May 2013
Director of Operations Hilton Hotels and Resorts - Hilton Colombo - Colombo, Sri Lanka	Jun 2010 - Jul 2011
Director of Operations Hilton Hotels and Resorts - Athenee Palace Hilton Bucharest - Bucharest, Romania	Apr 2008 - Jun 2010
Cluster Director of Business Development Hilton Hotels and Resorts - Hilton Trinidad & Hilton Tobago - Port of Spain, Trinidad & Tobago	Jul 2006 - Apr 2008
Resident Manager Dubai Marine Beach Resort and Spa - Dubai, United Arab Emirates	Jul 2003 - Jun 2006
Director of Business Development Le Meridien Hotels & Resorts - Le Meridien Abu Dhabi - Abu Dhabi, United Arab Emirates	Feb 2001 - Jan 2003
Director of Sales and Marketing Intercontinental Hotels & Resorts - Crowne Plaza Kuwait - Kuwait City, State of Kuwait	Mar 2000 - Feb 2001
Sales Manager Intercontinental Hotels and Resorts - Crowne Plaza Abu Dhabi - Abu Dhabi, United Arab Emirates	Jan 1998 - Mar 2000
Business Development Manager Grange Hotels - London, United Kingdom	Nov 1995 - Jan 1998
Front Office Supervisor The Hotel Russell - London, United Kingdom	Sep 1993 - Sep 1995
Sales and Marketing Manager Hotel Santo Domingo and Hotel Hispaniola. Santo Domingo, Dominican Republic	Feb 1988 - Nov 1992
Front Office Supervisor Sheraton Santo Domingo Hotel & Casino - Santo Domingo, Dominican Republic	May 1986 - Nov 1987

Education

Master's degree: Business Administration, Hotel Administration
 Universidad Catolica Santo Domingo - Santo Domingo, Dominican Republic

Personal information

Nationality: Spanish & Dominican Republic
 Marital Status: Single

Language

Spanish - Native speaker
 English - Fluent
 French - conversational
 Italian - conversational